

## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1024

<b>MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (DRIVE #805)</b>										Invoice Date
<b>BRAND STYLES (6M): SALEM FF / SALEM FF 100 / SALEM LT / SALEM LT 100</b>										4/27/98
<b>**NOTE:</b> THIS PROMOTION WILL BE SHIPPED MONTHLY UNLESS INDICATED IN COMMENT COLUMN (SMALL DIRECTS WILL RECEIVE DISTRIBUTION IN APRIL FOR APRIL-MAY-JUNE). IF MONTHLY DISTRIBUTION, ENSURE ALL PRODUCT IS UTILIZED. REFER TO TEMPLATE FOR DIFFERENCES BETWEEN CASES SHIPPED AND CARTON QUANTITIES NEEDED. IF ADDITIONAL DISPLAYS ARE NEEDED, CONTACT JUDY.										
<b>VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED) 2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.</b>										
DIV	SIS#	ACCOUNT NAME	NO DISPLAYS SHIPPED WITH MAY PRODUCT	TOTAL NO. OF CARTONS (4 STYLES) ON TEMPLATE BEING SHIPPED TO RETAIL	TOTAL NO. OF 6M CASES SHIPPED TO DIRECT ACCOUNT (4 STYLES)	PACKING PAYMENT (\$14 Per 12M Case)	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 5/11/98	COMMENTS	VOUCHER # (For ROU Use Only)
<b>R. SMITH</b>										
1622	468800	NORTH COUNTRY (Handled by S/Rep 162201)	N/A	0	0	\$0.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1622	236370	GRAYS WHSL (Handled by S/Rep 162201)	N/A	0	0	\$0.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1622	332880	KEY STORES (Handled by S/Rep 162208)	N/A	0	0	\$0.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1622	332400	KEYCO (Handled by S/Rep 162208)	N/A	97	3	\$14.25	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 728
1622	570300	SCHEIDELMAN, INC (Handled by S/Rep 162206)	N/A	48	0	\$0.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	Enough product left over from April to handle May distribution.	Voucher # —

Just shipping

COMPLETED

## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1025

<b>MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (DRIVE #805)</b>										
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<b>A. ZECCA</b>										
1626	088080	J. A. CALDERON	N/A	278	9	\$42.75	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)		# 15407 Voucher # 279
1626	317880	R L JONES & SONS	N/A	63	3	\$14.25	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 282

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<b>S. SCHWALM</b>										Voucher #
1622	375878	McLANE NORTHEAST	N/A	<del>5845</del>	<del>194</del> 150	<del>\$921.50</del> #712.50	X MGR/ ACCT	SHIPPED: (Y / N)		15467 Voucher # 283

## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1027

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<b>D. KEENEY</b>										
1623	441643	STEWARTS	N/A	2184	<del>72</del>	<del>\$342.00</del>	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher #

*Refused*

## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1028

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<b>K. JURGENSEN</b>										Voucher # 15407
1626	154180	DERIGO SALES	N/A	657	21	\$99.75	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 284
1626	154180	DERIGO SALES / WILSON FARMS	N/A	0	0	\$0.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)	Handled directly through TOPS warehouse	Voucher # X
1626	336660	E.P. KIRST & SONS	N/A	386	13	\$61.75	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 285
1626	044880	A.D. BEDELL	N/A	96	4	\$19.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 292
1626	026040	M. ATTEA	N/A	58	2	\$9.50	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 294
1626	081120	BUFFALO TOBACCO PROD	N/A	101	4	\$19.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 295
1626	476520	OLEAN WHOLESALE	N/A	107	4	\$19.00	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 297

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<b>J. McLEAN</b>										
1622	094931	MID-VALLEY	N/A	286	10	\$47.50	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 13407 298
1622	332520	KEYSTONE	N/A	0	0	\$0.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1622	442680	MOUNTAIN CANDY	N/A	268	10	\$47.50	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 304
1622	447000	MUTUAL WHLS	N/A	88	3	\$14.25	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 306
1622	761406	KLEIN CANDY	N/A	1969	65	\$308.75	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 309

## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1030

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<b>R. DUSZYNSKI</b>										15407
1626	649920	TRIPIFOODS	N/A	821	27	\$128.25	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 310
1626	842166	TOPS (W. FARMS)	N/A	816	0	\$0.00	NO PYMT - HANDLED AT STORE LEVEL			Voucher #

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<b>R. TANCHYK</b>										
1623	194040	FINKLE	N/A	578	19	\$90.25	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		15407 Voucher # 312
1623	611800	STANDARD ROSENBAUM	N/A	310	10	\$47.50	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 314
1638	204600	SAM FRANK	N/A	0	0	\$0.00	<input type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —



## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1032

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<b>B. COOK</b>										Voucher # 15407
1638	091800	CAPITAL CANDY	N/A	0	0	\$0.00	<input checked="" type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1623	315288	DOWLINGS INC.	N/A	263	8	\$38.00	<input checked="" type="checkbox"/> MGR/ <input checked="" type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 317
1638	281200	HIBBERT & MCGEE INC	N/A	0	0	\$0.00	NOT INLCUDED THIS PROMOTION			Voucher # —
1638	023880	ASSOCIATED GROCERS	N/A	0	0	\$0.00	NOT INLCUDED THIS PROMOTION			Voucher # —
1638	396640	MANCHESTER TOBACCO	N/A	0	0	\$0.00	NOT INLCUDED THIS PROMOTION			Voucher # —
1638	462720	N.H. TOBACCO	N/A	0	0	\$0.00	NOT INLCUDED THIS PROMOTION			Voucher # —
1638	648240	TBI CORPORATION	N/A	0	0	\$0.00	NOT INLCUDED THIS PROMOTION			Voucher # —

## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1033

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<b>S. MacLEOD</b>										
1623	160600	DONAHUE TOBACCO (Handled by S/R 162302)	N/A	0	0	\$0.00	X_MGR/ ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # 15407
1623	203290	H. FORTINS (S/REP 162309)	N/A	361	12	\$57.00	X_MGR/ ACCT	SHIPPED: (Y / N)		Voucher # 320
1623	509977	H. FORTINS (S/REP 162309)	N/A	0	0	\$0.00	X_MGR/ ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher #
1623	335710	KINGSTON CANDY (Handled by S/R 162305)	N/A	159	4	\$19.00	X_MGR/ ACCT	SHIPPED: (Y / N)		Voucher # 322
1623	356150	LAVIN (Handled by S/R 162301)	N/A	64	2	\$9.50	X_MGR/ ACCT	SHIPPED: (Y / N)		Voucher # 324
1623	431520	MOHAWK (Handled by S/R 162303)	N/A	0	0	\$0.00	X_MGR/ ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher #
1623	619822	WUSTEFELD (Handled by S/R 162306)	N/A	0	0	\$0.00	X_MGR/ ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher #

## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1034

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<b>S. SCHWALM</b>										15467
1622	533288	JONES MCINTOSH INC	N/A	402	13	\$61.75	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 326
1622	026300	AUER	N/A	213	7	\$33.25	<input checked="" type="checkbox"/> MGR/ <input type="checkbox"/> ACCT	SHIPPED: (Y / N)		Voucher # 328

## PACKING PAYMENT VOUCHER REQUEST FORM

51861 1035

**MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (DRIVE #805)****BRAND STYLES (6M): SALEM FF / SALEM FF 100 / SALEM LT / SALEM LT 100**

**\*\*NOTE:** THIS PROMOTION WILL BE SHIPPED MONTHLY UNLESS INDICATED IN COMMENT COLUMN (SMALL DIRECTS WILL RECEIVE DISTRIBUTION IN APRIL FOR APRIL-MAY-JUNE). IF MONTHLY DISTRIBUTION, ENSURE ALL PRODUCT IS UTILIZED.

REFER TO TEMPLATE FOR DIFFERENCES BETWEEN CASES SHIPPED AND CARTON QUANTITIES NEEDED.

IF ADDITIONAL DISPLAYS ARE NEEDED, CONTACT JUDY.

**VOUCHERS FOR PACKING PAYMENTS WILL BE MAILED TO EITHER RJR MANAGER OR DIRECT ACCOUNT (AS INDICATED)**

**2 WEEKS AFTER PROMOTION RETAIL DISTRIBUTION DATE. ADVISE JUDY IF PAYMENT DISTRIBUTION SHOULD BE CHANGED**

**OR IF RETAIL DISTRIBUTION WAS NOT COMPLETED BY DIRECT ACCOUNT.**

DIV	SIS#	ACCOUNT NAME	NO DISPLAYS SHIPPED WITH MAY PRODUCT	TOTAL NO. OF CARTONS (4 STYLES) ON TEMPLATE BEING SHIPPED TO RETAIL	TOTAL NO. OF 6M CASES SHIPPED TO DIRECT ACCOUNT (4 STYLES)	PACKING PAYMENT (\$14 Per 12M Case)	(X) INDICATES PAYMENT DISTRIBUTION	SHIP DATE TO VAP RETAIL ACCTS: 5/11/98	COMMENTS	VOUCHER # (For ROU Use Only)
<b>R. NOONAN</b>										
1626	129850	COOK WHSL (Handled by S/Rep 162602)	N/A	0	0	\$0.00	<u>    </u> MGR/ <u>  X  </u> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1626	124920	F. COLUCCI (Handled by S/Rep 162601)	N/A	0	0	\$0.00	<u>    </u> MGR/ <u>  X  </u> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1626	586440	SHOSHO (Handled by S/Rep 162601)	N/A	0	0	\$0.00	<u>    </u> MGR/ <u>  X  </u> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1626	331440	JACOB KERN (Handled by S/Rep 162601)	N/A	0	0	\$0.00	<u>    </u> MGR/ <u>  X  </u> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —
1626	180000	ELMIRA (Handled by S/Rep 162605)	N/A	120	4	\$19.00	<u>    </u> MGR/ <u>  X  </u> ACCT	SHIPPED: (Y / N)		Voucher # 330
1626	186350	F & T DISTR. (Handled by S/Rep 162605)	N/A	0	0	\$0.00	<u>    </u> MGR/ <u>  X  </u> ACCT	SHIPPED: (Y / N)	3-Month Shipment to be used for APRIL, MAY, JUNE	Voucher # —

*(All To Payroll Acct)*

15407

2012000125125125

ATTN: KAY MAXWELL FAX 82756

FROM: J. CAMPBELL (76-634-179) FAX 715-634-3145

MAR 31 '98 14:59 No.006 P.02

(3)

## MAY SALEM TEAR TAPE / PROMOTION #800438 (#805)

SALEM (805)								
ACCT #	PO #	ACCOUNT NAME	24194	24195	24196	24197	TOTAL ORDER \$ AMOUNT	ARRIVAL DATE
DIV #1622								
085308	NO	ALIER	2	1	2	2	2171.19	4/27/98
632388	NO	JONES MCINTOSH	3	3	4	3	4032.21(13)	4/27/98
312400	NO	KEYCO	1	1	0	1	935.19(3)	4/27/98
084931	NO	MID VALLEY	3	2	3	2	3101.67(10)	4/27/98
442580	NO	MOUNTAIN CANDY	3	2	3	2	3109.49(10)	4/27/98
447090	NO	MOUNTAIN CANDY	1	0	1	1	930.51(3)	4/27/98
761406	NO	KLEIN CANDY	18	12	21	14	30161.04	4/27/98

Schedelmar - (No part sent)

(65) 308.75

COMPLETED

51861 1036

RJ REINLUSS

ID:

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 12:51 PM

NEXT-FN :

SALES LEVEL: 1622 SYRACUSE DIVISION

		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 800438	\$.30	100	LT	LT
PERIOD	: 805-00	OFF	\$.30	\$.30	100
			OFF	OFF	\$.30
					OFF

	ALLOCATION:	89	59	110	72	0
ACCOUNTS	AVAILABLE :	0	0	0	0	0

0263000 AUER & COMPANY, INC.	✓ 2	1	2	2
0774000 W. E. BROWN & CO., I				
0949310 MID-VALLEY CANDY COM	✓ 3	2	3	2
1779680 DAYS WHOLESALE				
2363700 GRAYS WHOLESALE, INC				
3324000 KEYCO DISTRIBUTORS,	✓ 1		1	1
3325200 KEYSTONE TOBACCO CO.				
3328800 KEY STORES CO., INC.				
3361000 KINNEY DRUGS, INC.				
3471600 GORDON T. KUNTZ & SO				

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Quit Retrn

DOWN

Main

51861 1037

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 12:51 PM

NEXT-FN :

SALES LEVEL: 1622 SYRACUSE DIVISION

		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 800438	\$.30	100	LT	LT
PERIOD	: 805-00	OFF	\$.30	\$.30	100
			OFF	OFF	\$.30
					OFF

ACCOUNTS	ALLOCATION: AVAILABLE :	89	59	110	72	0
		-3 <sup>0</sup>	-2 <sup>0</sup>	-4 <sup>0</sup>	-2 <sup>0</sup>	0
3758780 MCLANE NORTHEAST COR		✓ 38	55	37	75	71
4258000 MILLER AUTOMATIC						47
4426800 MOUNTAIN CANDY & CIG		✓ 3	2	3	2	
4470000 MUTUAL WHOLESALE SER		✓ 1		1	1	
4686000 NORMANS WHOL. GRO. C						
4688000 NORTH COUNTRY CANDY						
4693400 NORBETH CORPORATION						
4820000 P & C FOOD MARKETS,						
4927730 FAY'S DRUG COMPANY,						
5332880 JONES MCINTOSH TOBAC		✓ 3	3	4	3	
Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---						
Quit Retrn			UP	DOWN		Main

51861 1038

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 12:51 PM

NEXT-FN :

SALES LEVEL: 1622 SYRACUSE DIVISION

		SALEM	SALEM	SALEM	SALEM	
PROMOTION	: 800438	\$.30	100	LT	LT	
PERIOD	: 805-00	OFF	\$.30	\$.30	100	
			OFF	OFF	\$.30	
					OFF	
ACCOUNTS	ALLOCATION:	89	59	110	72	0
	AVAILABLE :	0	0	0	0	0
-----						
5436300	RITE-AID ROME DIST.					
5703000	SCHEIDELMAN, INC.					
6305700	PHILIP H. TARBELL					
6799950	SONBYRNE SALES, INC.					
6881250	ONEIDA WHOLESALE					
7614060	KLEIN CANDY COMPANY	✓ 18	12	21	14	

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Quit Retrn UP Main

51861 1039



COMPLETED

MAR 31 '98 14:59 NO.006 P.03

**PLAY SALEM TEAR TAPE / PROMOTION #800438 (#8051)**

SALES (00)								
ACCT #	PO #	ACCOUNT NAME	RMG	100	LT	LT 700	TOTAL ORDER \$ AMOUNT	RECEIVAL DATE
DIV #1623 PO # 427A							(8) 38	
315288	REQUIRED	DOMINGS	2	2	2	2	2 481.36	4/27/88
Use "JUDY"								
19-040	NO	FINOLE	5	4	5	5	5823.23 (9) 90.25	4/27/88
202290	NO	H. FORTUNIS	3	3	3	3	3722.04 (12) 59	4/27/88
335740	NO	KINGSTON	1	1	1	1	1246.91 (4) 119	4/27/88
355190	NO	LAVIN CANDY	1	1	1	1	620.34 (2) 9.50	4/27/88
441643	YES	STEWARTS	18	18	18	18	22,332.23 (12) 342	4/27/88
Use "Judy"								
611800	NO	STD ROSENBAUM	2	1	3	4	3101.69 (10) 472.50	4/27/88

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 12:51 PM

NEXT-FN :

SALES LEVEL: 1623 ALBANY NY DIVISION

PROMOTION	:	800438	SALEM	SALEM	SALEM	SALEM
PERIOD	:	805-00	\$.30	100	LT	LT
			OFF	\$.30	\$.30	100
				OFF	OFF	\$.30
						OFF

ACCOUNTS	ALLOCATION:	31	30	33	33	0
	AVAILABLE :	0	0	0	0	0

1606000	DONOHUE CANDY & TOB.				
1940400	FINKLE DISTRIBUTORS,	✓5	4	5	5
2032900	HARRY FORTUNIS, INC	✓3	3	3	3
2308000	THE GOLUB CORPORATIO				
3152880	DOWLINGS, INC.	✓2	2	2	2
3357100	KINGSTON CANDY & TOB	✓1	1	1	1
3561500	LAVIN CANDY CO., INC	✓	1	1	
4315200	MOHAWK CANDY & TOB.				
4416430	STEWART'S MARKETING	✓18	18	18	18
5099770	HARRY FORTUNIS, INC				

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Quit Retrn DOWN Main

51861 1041

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4 ALLOCATION BY SALES LEVEL

03/31/98 12:51 PM

NEXT-FN :

SALES LEVEL: 1623 ALBANY NY DIVISION

		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 800438	\$.30	100	LT	LT
PERIOD	: 805-00	OFF	\$.30	\$.30	100
			OFF	OFF	\$.30
					OFF

	ALLOCATION:	31	30	33	33	0
ACCOUNTS	AVAILABLE :	0	0	0	0	0

-----  
5941180 COSTCO WHOLESALERS CL

6118000 STANDARD-ROSENBAUM,

6198220 WUSTEFELD CANDY CO.,

9671960 THE GRAND UNION COMP

✓ 2	1	3	4
-----	---	---	---

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---

Quit Retrn

UP

Main

51861 1042

51861 1043

See below 4/8/98

Keyed in Friday however price as of today

# MAY SALE TEAR TAPE / PROMOTION #800438 (#805)

SALES (000)									
			KNO3	TO	LY	LT 800			
ACCT #	PO #	ACCOUNT NAME	24194	24195	24195	24197	TOTAL ORDER / AMOUNT		ARRIVAL DATE
DIV #1626									
068088	NO	J.A. CALDERON	3	1	3	2	2791.53		4/27/98
044880	NO	A.R. BEDEL	1	1	1	1	1240.68		4/27/98
081128	NO	BUFFALO TUB	1	1	1	1	1240.68		4/27/98
054180	REQUIRED	BENGO SALES	6	5	5	5	6513.57		4/27/98
Use 'July'									
042166	REQUIRED	TOPS	7	7	7	7	8684.96		4/27/98
Use 'Renner'									
080300	DAZ798	ELMIRA	1	1	1	1	1240.68		4/27/98
ARRIVAL DATE									
030880	DAZ968	E.P. KRIST	3	3	4	3	4032.27		4/28/98
ARRIVAL DATE									
020940	NO	N. ATTEA	1	0	1	0	620.34		4/27/98
ARRIVAL DATE									
076520	NO	OLEAN WHLS	1	1	1	1	1240.68		4/27/98
017880	NO	R.L. JONES	1	0	1	1	930.51		4/27/98
ARRIVAL DATE									
049920	042798	TRIFPODS	6	5	10	6	8374.54		4/27/98

del 4/28  
del 4/28

27 128.25

04/06/98

ATTN: KAY MAXWELL (FAX #2156)

FROM: J. CAMPBELL (716-634-4179; FAX: 716-634-3145)

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 12:51 PM

NEXT-FN :

SALES LEVEL: 1626 BUFFALO DIVISION

		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 800438	\$.30	100	LT	LT
PERIOD	: 805-00	OFF	\$.30	\$.30	100
			OFF	OFF	\$.30
					OFF

	ALLOCATION:	31	25	35	28	0
ACCOUNTS	AVAILABLE :	0	0	0	0	0

0000700 A-ONE AMUSEMENT CO.,	✓	1		1		
0260400 MILHEM ATTEA & BROS.	✓	1		1	1	
0448800 A. D. BEDELL CO.	✓	1	1	1	1	
0811200 BUFFALO TOBACCO PROD	✓	1	1	1	1	
0859400 BUTTON BROTHERS, INC						
0880800 J. A. CALDERON CO.,	✓	3	1	3	2	
1249200 FRANK COLUCCI, INC.						
1298500 COOK WHOL. OF MEDINA						
1541800 DERIGO SALES, INC.	✓	6	5	5	5	
1800000 ELMIRA TOBACCO CO.,	✓	1	1	1	1	

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Quit Retrn DOWN Main

51861 1044

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 12:52 PM

NEXT-FN :

SALES LEVEL: 1626 BUFFALO DIVISION

	SALEM	SALEM	SALEM	SALEM
PROMOTION : 800438	\$ .30	100	LT	LT
PERIOD : 805-00	OFF	\$ .30	\$ .30	100
		OFF	OFF	\$ .30
				OFF
ACCOUNTS	ALLOCATION: 31	25	35	28
	AVAILABLE : 0	0	0	0
1863500 F & T DISTRIBUTING C	✓ 1		1	1
3178800 R.L.JONES & SONS, IN	✓ 3	3	4	3
3314400 JACOB KERN & SONS, I	✓ 1	1	1	1
3366600 E. P. KIRST & SONS,				
4520910 SCRIVNER OF NEW YORK				
4765200 OLEAN WHOLESALE GROC	✓ 1	1	1	1
5314670 EMPIRE SMOKES INC.				
5521200 I. ROTHSCHILD, INC.				
5864400 SHOSHO BROTHERS, INC	✓ 6	5	10	6
6499200 TRIPIFOODS, INC.				

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 Quit Retrn UP DOWN Main

51861 1045

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 12:52 PM

NEXT-FN :

SALES LEVEL: 1626 BUFFALO DIVISION

		SALEM	SALEM	SALEM	SALEM	
PROMOTION	: 800438	\$.30	100	LT	LT	
PERIOD	: 805-00	OFF	\$.30	\$.30	100	
			OFF	OFF	\$.30	
					OFF	
	ALLOCATION:	31	25	35	28	0
ACCOUNTS	AVAILABLE :	0	0	0	0	0
-----						
6834000	WEGMANS FOOD MKT., I					
7215300	ZAPPIA VENDING SERVI					
8421660	TOPS MARKETS, INC.	✓ 7	7	7	7	

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Quit Retrn UP Main

51861 1046

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 03:58 PM

NEXT-FN :

SALES LEVEL: 1626 BUFFALO DIVISION

PROMOTION	: 800438	SALEM	SALEM	SALEM	SALEM
PERIOD	: 804-00	\$.30	100	LT	LT
		OFF	\$.30	\$.30	100
			OFF	OFF	\$.30
					OFF

ACCOUNTS	ALLOCATION:	38	36	46	37	0
	AVAILABLE :	0	0	0	0	0

1863500 F & T DISTRIBUTING C	1	1	1	1	
3178800 R.L.JONES & SONS, IN	1	1	1	1	
3314400 JACOB KERN & SONS, I	1	1	1	1	
3366600 E. P. KIRST & SONS,	4	3	5	3	
4520910 SCRIVNER OF NEW YORK					
4765200 OLEAN WHOLESALE GROC	1	1	1	1	
5314670 EMPIRE SMOKES INC.					
5521200 I. ROTHSCHILD, INC.					
5864400 SHOSHO BROTHERS, INC	1	1	1	1	
6499200 TRIPIFOODS, INC	1	1	1	1	

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
 Quit Retrn UP DOWN Main

*Order 1 Case each for  
Noco.*

*Noco  
List*

*# 3529*

*April 27th  
PO # 042798*

*\$1182.92*

*for Noco -  
Add to May  
distribution*

51861 1047



TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

All - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 02:08 PM

NEXT-FN :

SALES LEVEL: 1623 ALBANY NY DIVISION

		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 800438	\$ .30	100	LT	LT
PERIOD	: 804-00	OFF	\$ .30	\$ .30	100
			OFF	OFF	\$ .30
					OFF

	ALLOCATION:	40	39	42	42	0
ACCOUNTS	AVAILABLE :	1	1	1	1	0

1606000	DONOHUE CANDY & TOB.					
1940400	FINKLE DISTRIBUTORS,	5	5	6	5	
2032900	HARRY FORTUNIS, INC	4	3	4	3	
2308000	THE GOLUB CORPORATIO					
3152880	DOWLINGS, INC.	3	3	3	3	
3357100	KINGSTON CANDY & TOB	2	2	2	2	
3561500	LAVIN CANDY CO., INC	1	1	1	1	
4315200	MOHAWK CANDY & TOB.	1	1	1	1	
4416430	STEWART'S MARKETING	19	19	19	19	
5099770	HARRY FORTUNIS, INC	1	1	1	1	

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Quit Retrn DOWN Main

*Cancelled from Donohue - doesn't want any future distributions*

*LM VM2 to SM re above*

*Order to @dispi for Noco*

*3/31 - VM sent to Stephen - AS INFO, not a big issue - follow up at Wase level of Donohue re: 1997 product. This*

51861 1048

BPEA11M3 0042 NAT1011 Requested function key not allocated.

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

03/31/98 12:53 PM

NEXT-FN :

SALES LEVEL: 1638 NASHUA NH DIVISION

		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 800438	\$.30	100	LT	LT
PERIOD	: 805-00	OFF	\$.30	\$.30	100
			OFF	OFF	\$.30
					OFF
ACCOUNTS	ALLOCATION:	0	0	0	0
	AVAILABLE :	0	0	0	0

-----  
0238800 ASSOCIATED GROCERS O  
0868700 C&S WHOLESALE GROCER  
0918000 CAPITAL CANDY CO., I  
2046000 SAM FRANK, INC.  
2812000 HIBBERT & MCGEE, INC  
3966400 MANCHESTER TOBACCO,  
4627200 NEW HAMPSHIRE TOBACC  
4643930 COSTCO WHOLESALE #30  
6482400 T B I CORPORATION  
6929800 SUPERVALU OPERATIONS

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10--PF11--PF12---  
Quit Retrn Main

*No Orders*

51861 1049

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO.

.A11 - BPEA11N2

ALLOCATION BY SALES LEVEL

04/16/98 10:20 AM

NEXT-FN :

SALES LEVEL: 16 BUFFALO REGIO	SALEM	SALEM	SALEM	SALEM
PROMOTION : 800438	\$ .30	100	LT	LT
PERIOD : 805-00	OFF	\$ .30	\$ .30	100
		OFF	OFF	\$ .30
				OFF

SALES LEVEL	ALLOCATION:	170	133	197	152
	AVAILABLE :	18	13	22	16

1622 SYRACUSE DIVISION	71	46	88	56
1623 ALBANY NY DIVISION	50	49	52	52
1626 BUFFALO DIVISION	31	25	35	28

*C Fair*  
*Star Enterprise*  
*7-11-Handel*

ADD A SALES LEVEL

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---  
Quit Retrtn Main

51861 1050

TAB DOWN TO FIELD AND PRESS ENTER FOR ALLOCATION INFO

A11 - BPEA11S4

ALLOCATION BY SALES LEVEL

04/16/98 10:18 AM

NEXT-FN :

SALES LEVEL: 1622 SYRACUSE DIVISION

		SALEM	SALEM	SALEM	SALEM
PROMOTION	: 800438	\$.30	100	LT	LT
PERIOD	: 805-00	OFF	\$.30	\$.30	100
			OFF	OFF	\$.30
					OFF

ACCOUNTS	ALLOCATION:	86	57	106	70	0
	AVAILABLE :	15	11	18	14	0

3758780 MCLANE NORTHEAST COR	40	26	53	31	
4258000 MILLER AUTOMATIC					
4426800 MOUNTAIN CANDY & CIG	3	2	3	2	
4470000 MUTUAL WHOLESALE SER	1		1	1	
4686000 NORMANS WHOL. GRO. C					
4688000 NORTH COUNTRY CANDY					
4693400 NORBETH CORPORATION					
4820000 P & C FOOD MARKETS,					
4927730 FAY'S DRUG COMPANY,					
5332880 JONES MCINTOSH TOBAC	3	3	4	3	

Enter-PF1---PF2---PF3---PF4---PF5---PF6---PF7---PF8---PF9---PF10---PF11---PF12---

Quit Retrn UP DOWN Main

51861 1051

ROUs: 1110 / 1210 / 1310 / 1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS																	
McLANE NE			#/ CARTONS SALEM MENTHOL KING (UPC #12300-24194)														
MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)																	
RETAIL DISTRIBUTION DATE: 5/11/98				NUMBER OF DISPLAYS PER GROUP PER STATE													
CHAIN NAME	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	CT	DE	MA	MD	ME	NH	NJ	NY	OH	C U Y A H O G A	PA	RI	VT	
A-PLUS/ SUNOCO	319	See List	840	1	11	39			2	27	168			588	4		
COASTAL MART	23	See List	136							89				47			
COOKS CONVENIENT	6	See List	8								8						
COUNTRY FAIR	71	See List	353								17	33		303			
EXPRESS MART	44	2	88								88						
J MART	8	1	8								8						
KRAUSZERS	6	See List	13	13													
MANLEYS	12	1	12								12						
MOBIL / ON THE RUN	33	See List	54	5							43				6		
7/11 - HANDEE MART	26	See List	93	Removed									1	36	56		
INDEPENDENTS & SMALL CHAINS	24	See List	39	1		2	5			10	11			7		3	
TOTALS	572		1644	20	11	41	5	0	2	126	355	34	36	1001	10	3	

ROUs: 1110 / 1210 / 1310 / 1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MENTHOL 100 (UPC #12300-24195)

MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)

RETAIL DISTRIBUTION DATE: 5/11/98

NUMBER OF DISPLAYS PER GROUP PER STATE

CHAIN NAME	NO. OF STORES	# CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE													C O U N T Y A H O G A	PA	RI	VT
				CT	DE	MA	MD	ME	NH	NJ	NY	OH								
A-PLUS/ SUNOCO	319	See List	555	1	3	31			2	28	121						365	4		
COASTAL MART	23	See List	68							39							29			
COOKS CONVENIENT	6	See List	8								8									
COUNTRY FAIR	71	See List	246								10	23					213			
EXPRESS MART	44	2	88								88									
J MART	8	1	8								8									
KRAUSZERS	6	See List	10	10																
MANLEYS	12	See List	10								10									
MOBIL / ON THE RUN	33	See List	38	4							31							3		
7/11 - HANDEE MART	26	See List	62									1	27				34			
INDEPENDENTS & SMALL CHAINS	24	See List	23	1		1	5			3	7						4			2
TOTALS	572		1116	16	3	32	5	0	2	70	283	24	27				645	7		2

ROUs: 1110 / 1210 / 1310 / 1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS

McLANE NE

#/ CARTONS SALEM MEN LIGHT KG (UPC #12300-24196)

MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)

RETAIL DISTRIBUTION DATE: 5/11/98

NUMBER OF DISPLAYS PER GROUP PER STATE

CHAIN NAME	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE												
				CT	DE	MA	MD	ME	NH	NJ	NY	OH	C U Y A H O G A	PA	RI	VT
A-PLUS/ SUNOCO	319	See List	1164	2	9	56			4	43	196			845	9	
COASTAL MART	23	See List	149							81				68		
COOKS CONVENIENT	6	See List	13								13					
COUNTRY FAIR	71	See List	389								16	39		334		
EXPRESS MART	44	2	88								88					
J MART	8	1	8								8					
KRAUSZERS	6	See List	21	21												
MANLEYS	12	See List	19								19					
MOBIL / ON THE RUN	33	See List	86	5							78				3	
7/11 - HANDEE MART	26	See List	142									3	56	83		
INDEPENDENTS & SMALL CHAINS	24	See List	62	1		5	4			17	20			13		2
TOTALS	572		2141	29	9	61	4	0	4	141	438	42	56	1343	12	2

**ROUs: 1110 / 1210 / 1310 / 1710 - DISTRIBUTE TO APPROPRIATE RJR CHAIN MANAGERS**

**McLANE NE**

**#/ CARTONS SALEM MENTHOL LT 100 (UPC #12300-24197)**

**MAY: SALEM .30¢ TEAR TAPE / PROMOTION #800438 (#805)**

**RETAIL DISTRIBUTION DATE: 5/11/98**

CHAIN NAME	NO. OF STORES	#/ CARTONS TO SHIP TO EACH ACCOUNT	TOTAL #/ CARTONS	NUMBER OF DISPLAYS PER GROUP PER STATE												
				CT	DE	MA	MD	ME	NH	NJ	NY	OH	C U V A H O G A	PA	RI	VT
A-PLUS/ SUNOCO	319	See List	654	1	3	36			2	25	136			447	4	
COASTAL MART	23	See List	84							53				31		
COOKS CONVENIENT	6	See List	13								13					
COUNTRY FAIR	71	See List	279								10	23		246		
EXPRESS MART	44	2	88								88					
J MART	8	1	8								8					
KRAUSZERS	6	See List	15	15												
MANLEYS	12	See List	12								12					
MOBIL / ON THE RUN	33	See List	49	4							42				3	
7/11 - HANDEE MART	26	See List	103									1	43	59		
INDEPENDENTS & SMALL CHAINS	24	See List	39	2		2	4			8	13			9		1
TOTALS	572		1344	22	3	38	4	0	2	86	322	24	43	792	7	1